

## Message Text

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ACTION EB-07

INFO OCT-01 EA-06 ISO-00 DODE-00 NSAE-00 TRSE-00 ERDA-05

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P 080421Z MAR 75

FM AMEMBASSY TAIPEI

TO SECSTATE WASHDC PRIORITY 4402

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E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: SALE RCA INSTRUMENTATION RADAR SYSTEM TO ROC

1. RCA REPS HAVE ASKED EMBASSY SUPPORT FOR SALE TPQ-39 RANGE TRACKING/TESTING RADAR TO GROU'S CHUNG SHAN INSTITUTE OF SCIENCE AND TECHNOLOGY (CSSI). RCA CONSIDERED ITSELF FRONT RUNNER (AMONG ORIGINAL FIVE BIDDERS--3 U.S., 1 FRENCH, 1 JAPANESE) ON CONTRACT VALUED AT CIRCA US\$1 MILLION. RECENT ABOUT-FACE BY CSSI SECOND DEPARTMENT CO, GENERAL LIU, AFTER VISIT TO JAPAN REPORTEDLY HAS RESULTED IN NEAR-AWARD OF CONTRACT TO JAPANESE FIRM. WE UNDERSTAND, UNILATERAL SHIFT OF LIU IN FAVOR OF JAPANESE EQUIPMENT IS OPPOSED BY PROGRAM-MANAGER AT CSSI WHO FAVORS RCA RADAR SYSTEM. OTHER U.S. FIRMS REPORTEDLY HAVE DROPPED OUT OF RUNNING.

2. EMBASSY ASKED RCA STATUS OF FIRM'S EFFORTS TO SECURE EXPORT LICENSING FOR EQUIPMENT WHICH MAY HAVE POTENTIAL FOR MODIFICATION TO OTHER THAN PASSIVE RANGE TRACKING MISSION. RCA SHOWED US MARCH 7 FOLLOWING TELEX:

"A CONSTANT DIALOGUE HAS BEEN HELD WITH DOD, CMA, STATE DEPARTMENT AND OTHER AGENCIES ON SALE OF TPQ-39 TO ROC. ALL HAVE GIVEN US SUPPORT AND ENCOURAGEMENT. THE THREE U.S. SERVICES HAVE ALL INVITED ROC PERSONNEL TO VISIT THEIR RANGES AND HAVE ALSO RECEIVED FULL LIMITED OFFICIAL USE

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TECHNICAL PERFORMANCE DATA ON DIRECT BASIS FROM USG.

RCA HAS IN ITS POSSESSION A FULLY APPROVED EXPORT LICENSE TO SPECIFICALLY TRANSMIT ALL DATA ON TPQ-39 TO ROC. THIS LATEST LICENSE APPROVED BY DEPARTMENT OF STATE ON 25 FEBRUARY 1975 UNDER LICENSE NUMBER 85833. WE HAD A PREVIOUS LICENSE UNDER THE DIR NOMENCLATURE AND HAD IT UPDATED TO THE TPQ-39 TO MAKE IT OFFICIAL. FULL APPROVAL HAS BEEN GIVEN. PLEASE SHOW THIS TELEX TO APPROPRIATE EMBASSY AND MAAG OFFICIALS AND RE-EMPHASIZE THAT WE IN INDUSTRY EXPECT THEIR FULL SUPPORT AS IS OUTLINED IN DOD DIRECTIVES".

3. EMBASSY AND MAAG, OF COURSE, PREPARED TO REQUEST REVIEW OF CONTRACT AWARD TO ASSURE US BIDDER AND EQUIPMENT GET EQUITABLE TREATMENT AND FAIR HEARING AND TO PRESS GROC TO IMPLEMENT ITS ANNOUNCED POLICIES DESIGNED TO REDUCE ITS JAPANESE DEFICIT AS WELL AS ITS SURPLUS WITH U.S. ON TRADE ACCOUNT.

4. WE HAVE ALREADY MADE DEMARCHES IN THAT DIRECTION, AND WILL CONTINUE SUPPORT RCA EFFORTS, BUT BEFORE WE PROCEED FURTHER--AND IN VIEW OF POTENTIAL OF EQUIPMENT FOR MODIFICATION FOR OTHER THAN PASSIVE APPLICATION-- WOULD APPRECIATE DEPARTMENT'S READING ON ABOVE RCA CLAIM TO HAVE ASSURED EXPORT LICENSING. WOULD, OF COURSE, BE UNFORTUNATE IF WE PUSH FOR AWARD TO US BIDDER AND DISCOVER LATER USG UNWILLING SUPPLY EQUIPMENT TO ROC.

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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